



MASSAGE CAREERS GUIDE

TO HELP YOU CHOOSE THE RIGHT COURSE FOR YOU, YOUR CAREER GOALS AND INTERESTS.

WHAT TO EXPECT AFTER GRADUATION, AND WHAT IT'S LIKE WORKING IN THE MASSAGE INDUSTRY.

RTO 31896



RELAXATION MASSAGE THERAPIST



Qualification Required: HLT42015 Certificate IV in Massage Therapy

Relaxation Massage is the entry-level qualification in the massage therapy industry. It generally only requires 3-4* months of study for individuals to become qualified, practicing therapists. If you are looking to learn the massage basics, or to add additional skills to an existing career; Relaxation Massage may be right for you.

However, if you are interested in establishing a sustainable and long-standing career in the massage and manual therapies industry, Remedial Massage is strongly encouraged. Relaxation Therapy is often considered to be the most physically demanding for the therapist within the massage disciplines - with therapists having to provide multiple full-body treatments per day. It should also be noted that Relaxation Massage Therapists are not qualified to offer private healthcare rebates to clients. As some employers will require therapists have private healthcare provider numbers, in order to offer client rebates, this has the potential to limit income and employment opportunities for Relaxation Therapists. It is definitely worth considering your personal situation, interests and career goals before undertaking any study.

*This is based on Q Academy's HLT42015 Certificate IV in Massage Therapy full-time, on-campus study load.

Treatment Options

Relaxation massage is also known as Swedish Massage. It is typically an oil massage, where the therapist uses their hands and forearms to help clients unwind and de-stress. Swedish Massage is often combined with beauty treatments and spa services. If you are already working in the beauty industry and are wanting to expand on your massage skills, or if you are looking to enter the beauty or spa industry, Relaxation massage should be an obvious first choice. If you want to treat a client base relax and unwind, Relaxation massage could be right for you. For more targeted or deep-tissue massage treatment options, please consider the Remedial Massage qualification.

Knowledge & Skills Required

The HLT42015 Certificate IV in Massage Therapy is the minimum qualification recognised under the national Vocational Education and Training (VET) system in Australia. By obtaining this qualification, it ensures that you have achieved the standard of training that prepares you to be workplace ready. Graduates will have knowledge and experience in: foundational anatomy and physiology, working in the health industry, massage therapy techniques, and professional standards of the massage therapist.



Typical Work Environment

Relaxation massage therapists can get the opportunity to work in some of the more exciting environments in the massage industry. As Relaxation massage is a fundamental skill of massage therapy, it can allow therapists to work all around the world, in day spas, resorts, beauty clinics, cruise ships, and from one's own at-home business.

Many relaxation massage therapists establish their own home businesses treating family and friends, or providing relaxation treatments to members of their local community. This could be perfect for someone who may be looking for flexible work with a friendly work-life balance.

Relaxation massage is fundamentally the most simple form of massage, yet can oftentimes be the most satisfying for clients with general tension and/or stress related symptoms. By working in spas and resorts, Relaxation therapists also have the capacity to live and work in many exotic places around the world. Make no mistake, it can be the hardest and most physical form of massage work, but it can also be the most enjoyable and rewarding.

Type of Clients

Relaxation massage can be suitable for any client with stress, muscle tightness or tension. Due to this, the types of clients Massage Therapists can expect to treat is quite broad. You could expect most clients to be busy professionals, or people with physically demanding jobs, who are all looking to relax and unwind. This may mean that you will have to be prepared to work outside of standard office hours or on weekends, when clients may have more free time.

There is also a big market for people to choose massage services when they are on holidays. By positioning yourself or your business in an area that is conveniently located near holiday destinations, it could provide you great opportunities in the massage industry.

Typical Work Week

If you are a Relaxation Therapist who has chosen to work full time or part-time in the beauty or wellness industry, you could expect to provide beauty treatments, body scrubs and other themed massages that integrate a variety of facilities. For additional treatment options, many therapists complete a number of short courses after graduation to expand their skill-set. Q Academy offers a range of weekend short courses. If you work in an area targeting holiday-makers, please note that work can be seasonal. If you choose to provide treatments to individuals in your local community or corporate clients, it may be likely that your work will take place on evenings and weekends.

Income Potential

Relaxation Therapists do not qualify for private healthcare provider numbers. Please note that this may effect your earning potential and attractiveness to clients with private health insurance. According to the Australian Salary Survey website, payscale.com.au, the average annual income for a Relaxation Therapist is \$52,000 p/a pro rata. Please note that this is a guide only. Q Academy does not guarantee income or employment outcomes for students and graduates. Your income will naturally be dependent on where and how often you chose to work.

Key Criteria for Success

For an employed massage therapist it is critical that they ensure they are entering into an appropriate employment agreement that includes sick leave and all employee entitlements. Take the time to establish the amount and type of work that the employer offers, and ensure that it suits the style you are interested in, and is within your scope of practice.

As a self-employed therapist it is important to identify your target market. For most relaxation therapists, office workers will be the majority of your clients. It is therefore worth positioning yourself in a location where those workers are conveniently able to access your services, especially after business hours. Having a high quality, and discoverable website with an online booking system will give you the best chance at attracting and maintaining clients in your area. Please also make sure you have updated insurance and association membership.

Main Attractions

Many Relaxation Therapists agree that the key benefits of the profession are:

- Working for yourself
- Comfortable, indoor working conditions (air conditioning, calm music, nice ambiance)
- Flexibility to work anywhere (even while traveling)
- Satisfaction of being able to help others
- Inexpensive to establish your own clinic
- Can determine volume and frequency of work around personal or family commitments

While Massage therapy can be a flexible and rewarding career path, it is important to note that it can be challenging. If you are active, enjoy working with and helping people- massage can be a very exciting profession. The best benefits can be the work-life balance, allowing you to mix work and the things you love. If you decide to establish your own business, you can target your services to the areas of life you love and enjoy, this could include, music, tourism, sport or your local community.

After Graduation

The majority of Q Academy students secure employment by the time they graduate. With students getting extensive experience perfecting their craft, treating members of the public in Q Academy's Student Clinic, many students establish a small client base, even while they are still learning.

Once you have graduated, it is important that you identify and apply for membership with an industry Association. Q Academy can recommend the following: Association of Massage Therapists (AMT), Massage & Myotherapy Australia (MMA) and Australian Natural Therapies Association (ANTA). Please note that there will be more considerations (especially if you establish your own business), such as securing professional insurance.

As a massage therapist, you really do have the opportunity to work in paradise. If you take the time to research current opportunities for massage therapists within Australia and globally, you will discover that there are a number of fantastic opportunities to work in some pretty incredible places. If you are looking for local job opportunities, please consult Q Academy's job centre on the website.

REMEDIAL MASSAGE THERAPIST



Qualification Required: HLT52015 Diploma of Remedial Massage

Remedial Massage is the objective assessment, treatment and rehabilitation of the signs, symptoms and causes of biomechanical dysfunction or injury. The therapist uses specific mobilisation techniques, in order to restore normal health and function of the client.

Treatment Options

Remedial Massage therapists provide targeted, personally structured massage therapy treatments. They differ from relaxation massage in the fact that remedial massage includes a physical assessment and specifically chosen massage techniques to meet the needs of the client.

Remedial massage treatments are generally firmer and more targeted than relaxation massage and are sometimes described as “deep tissue massage”. This is typically targeted at the area of complaint for the client and may often require two or three treatments to resolve the issue.

Knowledge & Skills Required

The HLT52015 Diploma of Remedial massage is the minimum qualification required to offer Remedial massage treatments. The 12 month qualification prepares the therapist to perform health assessments, physical examinations, remedial massage techniques and a variety of remedial exercises, such as stretching, to assist with massage treatments.

Typical Work Environment

Remedial Massage therapists typically work in whole range of environments! You could find a Remedial Therapist working in a clinic alongside other massage therapists, physiotherapists, acupuncturist, exercise physiologists and other care providers. Thanks to the flexibility and demand for Remedial Therapists, you can also find them working in gyms alongside personal trainers, musculoskeletal therapists, myotherapists and pilates instructors. There is space for Remedial Therapists to work in the health and wellbeing sector, alongside nutritionists, aromatherapists, naturopaths, and beauty therapists. A lot of opportunities exist for Remedial Therapist, that the therapist can tailor to suit their personal interests and passions.

Another common outcome for a Remedial Therapist is to establish one’s own business, operating an at-home or mobile clinic, or renting out a room in an existing business or multi-disciplinary clinic. For those already working in hospitals, aged or disability care, there exists the option to expand ones skill-set and provide services to oncology, aged and palliative care patients. Like Relaxation Therapists, Remedial Therapists can also choose to work in resorts and holiday destinations offering massage, beauty and/or wellness treatment options to clients.



Type of Client

Remedial Massage can be expected to focus on relieving symptoms of muscular pain and tightness. Clients would typically include professional adults between the ages of 20 and 70.

Remedial is a more targeted treatment option, with clients likely wanting to achieve a specific outcome, such as relief of pain or discomfort.

You could expect most clients to be busy professionals who spend long periods of time at the computer, professional or recreational athletes, or people with physically demanding jobs. Remedial Massage can prove therapeutic for a variety of musculoskeletal injuries and conditions to assist with management and recovery. Common to Relaxation Therapists, a popular career option for Remedial Massage Therapists is to work in resorts and holiday destinations providing massage, beauty and/or wellness treatment options to clients.

Typical Work Week

If you are Remedial Massage who has secured work in a clinic, it is likely that you will have a flexible work schedule. Most therapists find that 15-20 hours of massage per week is comfortable and sustainable over time. As a clinic employee your working week could often be filled with other clinic related tasks. This is not limited to reception duties, cleaning, marketing and continuing education.

For those therapists that choose a self employed career, performing treatments will be only account for part of their working week. They will need to be involved in other business focused tasks such as marketing, accounting, workplace design and improvement as well as personal development and self care.

Income Potential

Qualified Remedial Massage Therapist are eligible for private healthcare provider numbers from all private health funds, including Medibank and HCF. This means that Remedial Therapists can offer healthcare rebates to clients with private healthcare. This offers a significant financial advantage to qualified Remedial Massage Therapist, over that of Relaxation Massage Therapists (who are ineligible).

The average annual income, according to the Australian Salary Survey website, payscale.com.au, for a Massage Therapist is \$53,000 p/a pro rata. Please note that this is a guide only. Q Academy does not guarantee income or employment for students and graduates. Your income will naturally be dependent on where and how often you chose to work.

As a self employed business owner, this can potentially increase your earnings as the typical rate for massage is between \$80-100 per hour. Depending on your situation this could mean your weekly gross earnings could average between \$1,200-\$2,000 dollars per week before expenses and tax. Please be aware that it takes time to build a successful business with a steady client base, and business expenses will impact your take home income.

Key Criteria for Success

Factors that are likely to influence business successfulness:

- Local population demographics & income mix
- Practice location
- Marketing & Visibility
- Reputation
- Skilled Therapists
- Friendly team
- Good Client retention and rebookings
- User friendly online booking systems

For an employed massage therapist it is critical that they ensure they are entering into an appropriate employment agreement that includes sick leave and all employee entitlements. Take the time to establish the amount and type of work the employer provides and ensure that it suits the style of remedial massage you would like to offer.

As a self employed therapist it is important to identify your target market. As office workers are likely to make up the majority of clients, it is worth positioning yourself in a location that is convenient for them to access during or after business hours. Having a high quality, easily found website with online booking system will give you the best chance to attract and maintain clients in your area.

Career Attractions

Many Remedial Therapists agree that the key benefits of the profession are:

- Working for yourself
- Comfortable, indoor working conditions (air conditioning, calm music, nice ambiance)
- Flexibility to work anywhere (even while traveling)
- Satisfaction of being able to help others
- Strong income potential
- Involvement in sports and/or work with athletes
- Inexpensive to establish your own home or mobile clinic
- Can determine volume and frequency of work around personal or family commitments
- Potential to own a reputable clinic or franchise (e.g. No More Knots)

While Remedial Massage therapy can be a flexible and rewarding career path, it is important to note that it can be challenging work. If you are active, enjoy working with and helping people- massage can be a very rewarding profession. The best benefits can be the work-life balance, allowing you to mix work with the things you love. If you decide to establish your own business, you can target your services to your passions and interests which could include, music, tourism, sport or your local community.

As for the massage industry, there is always demand for massage therapists, with strong growth expected over the next five years.

After Graduation

With a strong demand for therapists, and Q Academy's reputable name in the industry; Majority of Q Academy's students find that they secure employment before they graduate.

We understand that once you graduate, it is only the beginning of your careers. To ensure that you are ready for your new career, we recommend that you first identify the industry association that you want to join. Q Academy can recommend the following: Association of Massage Therapists (AMT), Massage & Myotherapy Australia (MMA) and Australian Natural Therapies Association (ANTA). They will offer support and guidance to therapists, to keep them up-to-date with industry changes and regulations, assist with employment advice and limited legal advice, and can offer therapists discounts on insurance. Importantly, they will confirm your recognition as a Remedial Massage Therapist with the Private Health Funds so you can offer healthcare rebates.

From there, your next step may be choosing the best employer or business opportunity. It is worth noting that at this time, the massage therapy (and broader healthcare industry) in general is plagued by sham contracting. In some cases, you could be expected to be an employee, while only offering you the benefits of a self-employed contractor. It is therefore essential that you choose wisely, and that you understand the terms and your rights of any employment contract before you commence work.

Remember, you are the one in demand as a Remedial Massage therapist, and having training with a high quality provider such as Q Academy, puts you at the forefront of the industry. Make the most of the your hard work and training and choose an employment that gives you the best start in your new career as a Massage Therapist.

REMEDIAL SPORT THERAPIST



Qualification Required: HLT52015 Diploma of Remedial Massage, Certificate III Sports Trainer, and Level 1 Strength and Conditioning.

A Remedial Sport Therapist is a unique course developed by Q Academy. Graduates will be qualified Remedial Massage Therapists who can also provide strength & conditioning and sports training services to professional and/or recreational athletes.

Treatment Options

The Sports Therapist will have all of the deep tissue skills and knowledge of a Remedial Massage Therapist discussed above. However, with the Level 1 Strength and Conditioning qualification, it allows the therapist to write and teach strength and conditioning programs for athletes. With the sports trainer qualification, therapists can also assist with taping, ongoing preparation of the athlete, and have the ability to manage acute sports injuries. Advanced First Aid will also assist the therapist respond to and manage critical sporting accidents and injuries.

Knowledge & Skills Required

To operate as a Sports Therapist, you will need to have a thorough understanding of the applied principles of functional anatomy, exercise physiology, manual therapies, exercise instruction and prescription, acute injury management and advanced first aid.

In order to gain entry into this program, you will need to demonstrate an existing interest and involvement in sports. Individuals who are actively involved with a local sporting club, where they could potentially complete their practical training hours, are encouraged to apply.



Typical Work Environment

Graduates of the Remedial Sports Therapy program will be qualified Remedial Massage Therapists, who have chosen to also study sports medicine through Q Academy's Certificate III in Sports Training; Strength and Conditioning with the Level 1 ASCA program; as well as Advanced First Aid.

This prepares students to potentially work in a clinical setting as a Remedial Massage Therapist (outlined above). However, it also extends therapists the opportunity to work in a professional sports setting. This could be based in a gym, clubhouse or on the field. Responsibilities can be varied, but therapists will be qualified to assist across a range of pre, during and post-game, training, rehabilitation and recovery.

Type of Client

As a Sports Therapist, you are not limited to only treating athletes. The focus of this training is to provide assistance and guidance to clients who are involved in, and participate in sport. While this can include professional sports-people and high-profile teams, there is a huge variety of sports and sporting clubs that you could target as a specialist Sports Therapist.

As a Sports Therapist you will have the skills to be able to provide Remedial Massage, strength and conditioning coaching, as well as advanced first aid. This means that while you do have the flexibility to work in a clinical setting as a Remedial Therapist, you also have the potential to work beyond this, thanks to your broad skill-set.

Typical Work Week

As the work of the Sports Therapist can span multiple industries and settings, the employment opportunities are extensive. Your day could start with strength coaching in the gym, followed by a few hours in the treatment room providing Remedial Massage. You could then assist in the training of a sports team, guiding, coaching and monitoring athlete fitness and then treating injuries as required.

In a larger sports medicine team, you could be working in conjunction with physiotherapists, coaches, medical staff and officials, to ensure everything is done to assist in the preparation of athletes in their sport.

Please note that this type of work is often very flexible, and work can be seasonal. It may suit someone who enjoys variety in their work day, and who wants an improved work-life balance. Combining your skills in massage, strength coaching and sports training - your unique, and highly sought after skills and knowledge will put you in a great position to find work in sport and with athletes.

Income Potential

The average annual income, according to the Australian Salary Survey website, [payscale.com.au](https://www.payscale.com), Sports Trainers earn on average \$60,000 p/a. Please note that this is a guide only. Q Academy does not guarantee income or employment opportunities for students and graduates. Your income will naturally be dependent on where and how often you chose to work.

Key Criteria for Success

Factors that are likely to influence business successfulness:

- Local population demographics & income mix
- Practice location
- Marketing & Visibility
- Reputation
- Skilled Therapists
- Friendly team
- Good Client retention and rebookings
- User friendly online booking systems

To work in sport it is really important that you develop an in-depth knowledge of the sport that you choose to work in. This will require you to either train or study the sports that you wish to specialise. Even if you end up working in a sport you have no experience in, by having an in-depth knowledge of the training requirements and the movements unique to each sport, it will allow you to give the best care and instruction possible to your clients and athletes.

Main Attractions

Many Sports Therapists agree that the key benefits of the profession are:

- Working for yourself
- Comfortable, indoor working conditions (air conditioning, calm music, nice ambiance)
- Flexibility to work anywhere (even while traveling)
- Satisfaction of being able to help others
- Strong income potential
- Involvement in sports and/or work with athletes
- Inexpensive to establish your own home or mobile clinic
- Can determine volume and frequency of work around personal or family commitments
- Potential to own a reputable clinic or franchise (e.g. No More Knots)

If you are wanting to work with and travel with sporting teams, then this course will prepare you well for this area of work.

Sports trainers are highly sought after to assist in the medical care of injured athletes, having the knowledge and skills combined with remedial massage and strength and conditioning will mean you can provide a broad range of support to all levels of sport.

MYOTHERAPIST



Pre-Requisite Study:

HLT52015 Diploma of Remedial Massage

Qualification Required: 22316VIC Advanced Diploma of Myotherapy is the minimum qualification level needed to practice as a Myotherapist.

Treatment Options

Myotherapy extends the therapist's skill-set to provide other manual modalities such as joint mobilisation and dry needling. A myotherapist can also use taping and TENS as therapeutic tools. The biggest difference for a myotherapist is that they can provide exercise prescription for the management of musculoskeletal pain and function. This gives the myotherapist a huge variety of choice when it comes to treatment options. Many of these techniques are not as physically demanding for the therapist, compared to relaxation or remedial massage therapy, and can integrate well with other skills a myotherapist may have such as personal training, yoga, pilates or other exercise and movement approaches.

Knowledge & Skills Required

The underpinning knowledge of musculoskeletal anatomy and physiology is fundamental to myotherapy. In recent years, developing a deeper understanding of neurology, psychology and lifestyle has been important to provide the best standard of care possible as a myotherapist.

In addition, developing good business and technology skills is important as a myotherapist. Having good clinical skills is one thing, but being able to attract clients, communicate the benefits of myotherapy and retain clients, will be a crucial skill for any practitioner.

Typical Work Environment

Myotherapists share very similar work environments to Remedial Massage Therapists and other healthcare providers. They will mostly work in private musculoskeletal health centres and clinics. This can include gyms, medical centres, multidisciplinary clinics, yoga studios and wellbeing centres. With a broader understanding of exercise management of musculoskeletal pain, Myotherapists can therefore offer expanded treatment options, providing exercise prescription and correction.

Type of Clients

Myotherapy clients will typically be more focused on their healthcare than some massage clients. This could include clients with musculoskeletal injury, chronic pain or who want to focus on specific physical goals such as increased mobility or to improve their exercise technique.

Typical Work Week

As a myotherapist you would typically expect to spend 4 days a week treating clients. This can be an intensive endeavour, so it is important myotherapists manage their case load across the working week. Myotherapy would be best suited to someone with multiple skills or qualifications as a personal trainer, yoga instructor and other health care skills. Please consider that if you intend to run your own business, then expect to allocate one day per week for business and administrative tasks.

Income Potential

Myotherapists who are willing to take the challenge, and operate their own small business, can find it financially rewarding, once established. Typically earning between \$80-\$100 per treatment hour. However, permanent positions are becoming increasingly available for myotherapists in clinical settings. Depending on the agreement, myotherapists working within an established practice or clinic could expect to earn \$25-\$40 per treatment hour.

Please note that this is a guide only, and Q Academy can not guarantee income, career or employment outcomes for students.

Key Criteria for Success

To operate successfully as a myotherapist, it is essential that therapists position themselves in a physical location that makes it easy for clients to access their service. This can often be through a leasing arrangement in a multi-practitioner clinic, leasing through gyms or health clubs, or from private premises in convenient locations. Thankfully, due to social media and digital channels, even small myotherapy operations can be successful in attracting new clients without the need for expensive advertising.

Main Attractions

As a Myotherapist, you have the capacity to do everything a Remedial Massage Therapist can, but also have the ability to use exercise as a therapeutic tool. This means you can find the right balance between hands on work and exercise instruction. This means a healthy active workplace with a lot of variety that can include gym facilities, exercise equipment, treatment rooms, wellness space and training facilities. This can vary from wellness and recreation, to medical to sporting environments. This gives the myotherapist a huge flexibility to work across multiple domains.

After Graduation

It is common for Myotherapy graduates to be Remedial Massage Therapists with experience in the industry, who are looking to expand on their skills and client treatment options. Due to this, once a qualified Myotherapist, most will work on growing their business and client base.

With the introduction of new skills such as exercise and movement therapy, dry needling, taping and cupping - graduates and clients alike are keen to introduce these expanded options to their treatments. This applies to therapists working in private clinics, own businesses, or in gyms and health clubs. Ultimately, Myotherapy opens up new opportunities for therapists that can include further, new business ventures, new workplace roles and greater recognition in their industry.